

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Analtech, Inc

#### Delaware Manufacturing Extension Partnership

#### Analtech, Inc. Increases Production with Lean

##### Client Profile:

Analtech, Inc. is the sole manufacturer of thin layer chromatography plates in the U.S. These plates are used in labs around the world for forensic investigations, pharmaceutical development, and raw material testing. The company employs 11 people at its facility in Newark, Delaware.

##### Situation:

While Analtech has successfully manufactured a quality product since 1961 with a reliable workforce, the company realized that it could use two things: first, a fresh perspective to insure that best practices were being followed; and second, a method to transfer the immense amount of institutional knowledge and insight from the craftsmen who were nearing retirement to the newer generation of employees. Additionally, as Analtech was looking to expand its product lines and increase production, it was agreed that looking into Lean principles could allow the company to meet those goals while maintaining the same workforce. The company contacted the Delaware Manufacturing Extension Partnership (DEMEP), a NIST MEP network affiliate, for help.

##### Solution:

DEMEP specialists introduced Analtech to the Principles of Lean with a one-day 'hands-on' training session for all company employees. Following the Introduction to Lean, Analtech and the DEMEP specialists started addressing specifics, such as ways to improve the packing and shipping operation, streamline processes, and improve workstations. Analtech's Production Manager Terry McVey said, "I've worked with Analtech for more than 30 years and the change this year has been impressive. Thanks to our LEAN training with the DEMEP we have a much improved working and packing area, our products go on the shelves and out the door faster, and items are more clearly marked than before. Our workplace is a safer, more productive, and more efficient place thanks to the men and women of DEMEP."

##### Results:

- \* Increased international sales by 46 percent.
- \* Increased productivity by 9.4 percent.

##### Testimonial:

"While this year has been difficult for many in manufacturing, I'm happy to report that thanks in large part to our Lean training, Analtech has had two of our highest production months in the company's 47-year history.

Steven Miles, General Manager

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